



State of Utah

Jon M. Huntsman, Jr.
Governor

Gary Herbert
Lieutenant Governor

Administrative Services

Executive Director

Purchasing and General Services

DOUGLAS RICHINS

Division Director

SOLICITATION NUMBER: RM5061AD2

DUE DATE: 05/18/05

TIME: 3:00 P.M.

STATE PURCHASING AGENT: ROSELLE MILLER

DATE ADDENDUM SENT: 04/12/05

ITEM(S) TO BE PURCHASED: Contract for Administrative Services at the Utah State Veteran's Nursing Home.

ADDENDUM #2

Please note: Attached are answers to questions received on this RFP.

Solicitation due date and time remain the same Wednesday, May 18, 2005 at 3:00 p.m.

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Please return all addenda with solicitation or add a statement to your original Solicitation acknowledging receipt of any addenda received on this solicitation or your bid maybe rejected.

Utah State Veterans Nursing Home

RFP #RM5061

Pre-proposal conference

April 5, 2005

Questions and Answers

1. Q. Is this pre-proposal conference mandatory?
A. As stated in the RFP, this pre-proposal conference is optional.
2. Q. Will there be any mandatory meeting?
A. No, unless the State schedules oral presentations.
3. Q. Is the RFP intended to give any other census information besides the 2004 breakdown found in section 2.7?
A. No. Historically the facility has run at 98% of capacity.
4. Q. Regarding payor breakdown in section 2.7 of the RFP, you have 990 private days, 1,500 Medicare days, and 26,574 days listed as VA/Private. What are the VA/Private days?
A. These days are paid by both the VA and the veteran. The VA pays \$59.36 per patient day. The veteran pays \$69.12 per patient day.
5. Q. Why is there not a higher percentage of Medicare residents in the facility?
A. The facility runs at capacity. Opportunity to admit Medicare eligible residents only come up as beds become available.
6. Q. Will previous years operational statements be available?
A. Such statements are likely proprietary. After State legal review, if contrary, a notice will be posted informing offerors of availability of such statements.
7. Q. When is the RFP due?
A. The responses to the RFP are due May 18, 2005 by 3:00 pm. (see schedule of events found on page 2 of the RFP). **Please note that late proposals will not be accepted.**
8. Q. At some point could there be negotiations between the State and two different groups?
A. No.
9. Q. When does the proposal become public information?
A. Only the winning proposal becomes public information and only for 90 days after the notice of award.

10. Q. Can offerors have access to other offerors proposals once they are submitted?
A. No.
11. Q. Is there any plan to show the facility to offerors?
A. Offerors can arrange for a tour of the facility through the state officer (801 584-1914).
12. Q. How far back do you go in looking at survey history?
A. Last two annual surveys in each facility in which your organization is involved.
13. Q. Is quality of care the heaviest weighted item evaluated?
A. Quality of care, quality of life and survey history are all given a weight of 3 for a total of 15 points in each area. The cost proposal is worth 30 points (see proposal evaluation score sheet in section 6.1).
14. Q. Regarding survey history, if a facility has been recently surveyed but does not have the 2567 document, can the results be used in the required summary?
A. No. Use the most recent surveys that have an official 2567 document.
15. Q. Are you requiring survey history of facilities operated outside of the state?
A. Yes. The RFP request a summary that includes each facility owned or managed. If an offeror operates more than 50 facilities, that offeror may request to limit the summary to 50 facilities. In such a case the 50 facilities will be chosen by the proposal evaluation committee. The offeror should also note where it has taken over management of a facility that had severe problems, where the offeror in fact “inherited” deficiencies.
16. Q. Will the proposal selection committee take into consideration the fact that state survey agencies are not necessarily comparable in enforcement of regulations? For example the State of Washington is more likely to cite more deficiency at a higher level than other States.
A. The offeror may explain in their proposal any adverse deficiency or survey. The evaluation committee will consider the explanations.
17. Q. Will you talk with the state survey individuals?
A. If clarification is needed, the evaluation committee reserves the right to talk with individuals from the state survey agencies and any other regulatory agency.
18. Q. Who are you referring to when you say subcontractor?
A. Anyone you have or will have a contract with to provide services.